



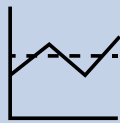
# Lative for RevOps

Sales Planning and Decision Intelligence

Top-performing revenue operations teams use Lative to save time, enhance collaboration, and plan strategically to optimize sales capacity and drive profitable, efficient growth.

## INSIGHTS

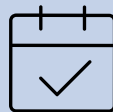
AI-Driven Visibility into  
Sales Productivity,  
Efficiency & Performance



Empower faster,  
smarter decisions to  
accelerate growth

## PLAN

Predictive Targeting,  
Quota, and Productive  
Capacity Modelling



Create scalable plans  
and optimize hiring  
strategies with precision

## EXECUTION

AI-Powered Prediction  
Monitoring and  
Benchmarking



Stay proactive,  
ensuring you hit and  
exceed your targets

## RevOps can connect strategy to execution to drive profitable efficient growth

- ◆ Automate manual processes and use real-time data to identify risks and opportunities faster and make better decisions.
- ◆ Increase visibility with granular data, track key metrics to make better investment decisions and do scenario planning to see the impact of future decisions.
- ◆ Share data, analysis, and plans cross-functionally to help influence decisions and have a larger impact on the business and its strategy.
- ◆ Make data-driven growth and investment decisions in real-time to capitalize on market opportunities and quickly adapt to market conditions with optimized hiring.

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